

Program Transfer Guide

Kirkwood Community College

Associate in Applied Science (A.A.S.) in **Management**

→ UIU Bachelor of Science (B.S.) in **Management**

JANUARY 2017



KCC Course			UIU Course Equivalent		
Course #	Course Name	# Cr	Course #	Course Name	Requirement Fulfilled
Term 1					
BUS-101	Orient to Business Professionalism	1	---	---	business elective
BUS-102	Intro to Business	3	---	---	business elective
ENG-105	Composition 1	3	ENG 101	Basic Composition	Gen Ed – Wrtn Comm
MGT-145 or PSY-111	Human Relations in Management Intro to Psychology	3	---	---	business elective Gen Ed - Social Science
PSY 190			---	General Psychology	
ADM-133	Business Math and Calculators	3	---	---	general elective
Term 2					
BUS-192	Professionalism: Business Competition	1	---	---	business elective
CSC-110	Intro to Computers	3	CS 102	Intro Cptr Applicatns/Tech	Gen Ed – Computers
ENG-106 or ENG-108	Composition II Composition II: Technical Writing	3	ENG 102	English Composition II	Gen Ed Wrtn Commun
SPC-112 or SPC-101 or MKT-140	Public Speaking Fundamentals of Oral Communication Principles of Selling	3	COMM 105 COMM 105 BA 337	Public Speaking Public Speaking Personal Selling	Gen Ed Wrtn Commun Gen Ed Wrtn Commun general elective
MGT-101	Principles of Management	3	BA 210	Management Principles	Business Core
Term 3					
MGT-121	Project Management Basics	3	---	---	business elective
MGT-170	Human Resource Management	3	---	---	business elective
MKT-110	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
Term 4					
ACC-152 or ACC-120	Financial Accounting Survey of Accounting	4	BA 201 ---	Accounting Principles I ---	Business Core business elective
MGT-130	Principles of Supervision	3	BA 362 ^A	Supervision	Major
MGT-300	Intro to Entrepreneurship	3	BA 370 ^A	Entre. & Small Bsns Mgmt	Major
<i>Approved Humanities or History/Culture Course</i>		3	---	---	Gen Ed Humanities OR Social Sciences OR Cultures
Term 5					
ECN-120 or ECN-130	Principles of Macroeconomics Principles of Microeconomics	3	BA 161 BA 160	Macroeconomic Principles Microeconomic Principles	Gen Ed Social Science & Business Core
MGT-301	Progressive Mgmt Trends/Careers	3	BA 250	Special Topics	business elective
<i>Management electives – see table below</i>		9	---	---	<i>* see table below</i>

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A ~ Lower division transfer work does not contribute to the upper division credit minimum at UIU

* UIU recommendations for KCC Management electives: **ACC-156 ~ BUS-185 ~ ECN-120**

Management Electives					
ACC-156	Managerial Accounting	4	BA 202	Accounting Principles II	Business Core
ACC-313	Accounting Applications	4	---	---	general elective
ACC-362	Accounting Spreadsheets	4	---	---	general elective
BCA-152	Comprehensive Spreadsheets	3	---	---	general elective
BCA-167	Comprehensive Databases	3	---	---	general elective
BCA-290	Web Design Principles	3	---	---	general elective
BUS-185	Business Law I	3	BA 302 ^A	Business Law I	Business Core
BUS-280	Fund of Lean Process Improvement	3	---	---	business elective
BUS-932	Internship	1-6	---	---	business elective
CIS-207	Fundamentals of Web Programming	3	---	---	general elective
ECN-120	Principles of Macroeconomics	3	BA 161	Macroeconomic Principles	Business Core
FIN-121	Personal Finance	3	BA 288	Personal Financial Management	general elective
MGT-124	Project Management Tools	3	---	---	business elective
MGT-137	Development Leadership Skills	1	---	---	business elective
MGT-139	Effective Team Building for Managers	1	---	---	business elective
MGT-140	Time Management in the Workplace	1	---	---	business elective
MGT-155	Integrated Project Management	3	---	---	business elective
MGT-161	Agile Project Management with Scrum	3	---	---	business elective
MGT-171	Human Resource Strategies & Tools	3	BA 250	Special Topics	business elective
MGT-179	H R Strategies – Total Rewards/Safety/Labor	3	---	---	business elective
MGT-205	Intro to Global Trade	3	BA 250	Special Topics	business elective
MGT-206	Global Business Skills	3	BA 250	Special Topics	business elective
MGT-305	Business Plans for Entrepreneurs	3	BA 250	Special Topics	business elective
MKT-130	Social Media in Business	3	BA 250	Special Topics	business elective
MKT-135	Content Marketing	3	BA 250	Special Topics	business elective
MKT-140	Principles of Selling	3	BA 337 ^A	Personal Selling	business elective
MKT-180	Customer Service Strategies	1	---	---	business elective
MKT-190	International Marketing	3	BA 250	Special Topics	business elective

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Optional Courses					
BUS-924	Honors Project	1	---	---	general elective
BUS-928	Independent Study	1	---	---	general elective
BUS-949	Special Topics	1	---	---	general elective

UIU course		# Cr	UIU Requirement Fulfilled	KCC Course
ENG 101	Basic Composition	3	Gen Ed Communication/Wrtn	ENG-105
ENG 102	English Composition II	3	Gen Ed Communication/Wrtn	ENG-106/ENG-108
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPC-112
CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	CSC-110
MATH 105 or higher	College Algebra w/ Applications (credits included below)	0	Gen Ed Mathematics	---
---	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	<term 4 course>
---	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
---	any Gen Ed in Cultures	3	Gen Ed Cultures	---
---	any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
---	any Gen Ed in Natural Science	3	Gen Ed Natural Science	---
---	any Gen Ed in Social Science	3	Gen Ed Social Science	PSY-111
---	any Gen Ed in Social Science	3	Gen Ed Social Science	ECN-120/ECN-130

BA 160	Microeconomic Principles	3	Business Core	ECN-130
BA 161	Macroeconomic Principles	3	Business Core	ECN-120*
BA 201	Accounting Principles I	3	Business Core	ACC-152
BA 202	Accounting Principles II	3	Business Core	ACC-156*
BA 208	Marketing Principles	3	Business Core	MKT-110
BA 210	Management Principles	3	Business Core	MGT-101
BA 222	Management Information Systems	3	Business Core	---
BA 302	Business Law I	3	Business Core	BUS-185*
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	---
MATH 220	Elementary Statistics	3	Business Core	---

BA 317	International Management	3	Major	---
BA 361	Human Resources Management	3	Major	---
BA 423	Production & Operations Management	3	Major	---
BA 454	Management Cases	3	Major	---
BA 460	Strategic Management	3	Major	---
1 of the following:		3	Major	MGT-130 MGT-300
BA 362	Supervision			
BA 365	Leadership Theory		BA 421	Managerial Cost Accounting
BA 367	Cross-Cultural Leadership		BA 445	Contemporary Topics in Management
BA 370	Entrepreneurship & Small Bsns Mgmt		BA/PSY 474	Organizational Behavior
BA 411	Labor Relations and Negotiation		PSY 338	Motivation
BA 415	Cross-Cultural Negotiations		PSY 440	Industrial Psychology

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* Total assumes that UIU recommendations are completed at Kirkwood Community College.

A minimum of 120 semester credits is required for a Bachelor of Science Degree; with 63 credits transferred from KCC, another **15** will be required at UIU in addition to the above.

Also, another **9** credits of upper division courses are needed to meet the minimum graduation requirement. These could be completed with courses in the remaining general education areas and with the 15 additional credits needed for the 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.