

## Program Transfer Guide

### Madison College Associate in Business Management

→ UIU Bachelor of Science in  
Business Administration

November 2016



UPPER IOWA UNIVERSITY

Established in 1857®

Madison College Course			Transfers as UIU Course			
Course Num	Course Name	# Cr	Course Num	Course Name	# Cr	Requirement Fulfilled
<b>Semester 1</b>						
10-101-111	Accounting 1 – Principles	4	BA 201	Accounting Principles I	4	Business Core
10-102-134	Business Org/Mgmt/Ethics	3	----	Elective	3	elective
10-801-196 or 20-810-205	Oral/Interpersonal Communic. Sm Group & Interpers Communic	3	COMM200	Interpersonal Communication	3	elective
10-801-195 or 10-20-801-201	Written Communication English I	3	ENG 101	Basic Composition	3	GE-Communication
10-804-144	Math of Finance	3	----	Elective	3	elective
<b>Semester 2</b>						
10-101-118	Management Accounting	4	----	Elective	4	elective
10-102-135	Project Management Fund's	3	----	Elective	3	elective
10-102-145	Intro to Human Resources	3	----	Elective	3	elective
10-103-133	Excel-Beginning	1	----	Elective	1	elective
10-103-139	Excel-Intermediate	1	----	Elective	1	elective
10-801-198	Speech	3	COMM105	Public Speaking	3	GE-Communication
10-809-199 or 20-809-231	Psychology of Human Relations Intro Psychology	3	PSY xxx	Social Science Gen Ed	3	GE-Social Science
<b>Semester 3</b>						
10-809-195 or 10-809-211 or 10-809-212	Economics Macro Economics Micro Economics	3	BA 160 BA 161 BA 160	Microeconomic Principles Macroeconomic Principles Microeconomic Principles	3	Business Core & GE-Social Science
10-102-114	Business Communication	3	----	Elective	3	elective
10-114-126	Corporate Finance	3	BA 341	Corporate Financial Management	3	Business Core
10-102-143	Management Techniques	3	----	Elective	3	elective
10-102-168	Employment Law	3	----	Elective	3	elective
<u>OR</u> concentration course [see page 2]		3-4	depends on course taken		3-4	probably elective
<b>Semester 4</b>						
10-801-197 or 20-801-202	Technical Reporting English 2	3	----	Elective English Composition II	3	Elective GE-Communication
10-102-104	Business Statistics	3	----	Elective	3	elective
10-102-132	Strategic Leadership	3	----	Elective	3	elective
10-102-133	Topics in Tactical Management	3	----	Elective	3	elective
10-104-102	Marketing Principles	3	BA 208	Marketing Principles	3	Business Core
10-102-168	Employment Law	3	----	Elective	3	elective
<u>OR</u> concentration course [see page 2]		3-4	depends on course taken		3-4	probably elective

## Madison College Concentration Course Options

### *Accounting*

10-101-113	Accounting 2 - Principles	4 credits	>>	BA 202	Business Core
10-101-138	Accounting And Payroll Systems	3 credits	>>	---	general elective

### *Finance*

10-114-130	Personal Finance	3 credits	>>	---	general elective
10-114-140	Investments	3 credits	>>	BA 343	Finance emphasis
10-114-128	Financial Institutions	3 credits	>>	---	general elective

### *Human Resources*

10-116-147	Wage, Salary & Benefits Admin	3 credits	>>	---	general elective
10-116-152	Organization Training/Development	3 credits	>>	---	general elective
10-116-148	Labor Relations	3 credits	>>	---	general elective
10-116-149	Effective Staffing	3 credits	>>	---	general elective

### *International Business*

10-102-150	Intro to International Business	3 credits	>>	---	general elective
10-104-180	Global Marketing	3 credits	>>	BA 250	general elective

### *Marketing*

10-104-107	Marketing Management	3 credits	>>	---	general elective
10-104-114	Social Media Principles	3 credits	>>	BA 250	general elective

### *Real Estate*

10-194-182	Real Estate Law	4 credits	>>	---	general elective
10-194-185	Real Estate Brokerage	4 credits	>>	---	general elective

### *Risk Management & Insurance*

10-162-133	Managing Business Risks	3 credits	>>	---	general elective
10-162-135	Detecting Employee Fraud	3 credits	>>	---	general elective

### *Social Media*

10-104-114	Social Media Principles	3 credits	>>	BA 250	general elective
10-104-115	Capstone Campaign	3 credits	>>	BA 250	general elective

### *Supervision*

10-196-189	Team Building & Problem Solving	3 credits	>>	---	general elective
10-196-192	Foundations Of Quality	3 credits	>>	---	general elective

Remaining GenEd Requirements:	Arts/Humanities	6 credits
	Communications (ENG 101 & 102*)	3-6 credits
	Mathematics (MATH 220)	3 credits
	Computer Skills (CS 102)	3 credits
	Natural Sciences	6 credits
	Social Sciences	0 credits
	Cultures	3 credits
	=====	27

Remaining Major Requirements:	<b>BUSINESS CORE</b>		
	BA 160	Microeconomic Principles	
	OR BA 161	Macroeconomic Principles	3 credits **
	BA 202	Accounting Principles II	3 credits *
	BA 210	Management Principles	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 356	Quantitative Decisions in Business	3 credits
	<b>BUSINESS ADMINISTRATION</b>		
	BA 325	New Venture Creation	3 credits
	BA 361	Human Resources Management	3 credits
	BA 423	Production & Operations Management	3 credits
	BA 460	Strategic Management	3 credits
	<i>Emphasis courses (see next page)</i>		9-12 credits
		=====	39-45 **

NOTE: In addition to those to be taken for the major, another 6-12 credits of upper division courses is needed. This could be accomplished with courses in the shaded general education areas above.

\* Transfer equivalent may have been completed at Madison College.

\*\* Depends on a) concentration courses completed at Madison College & b) UIU emphasis selected.

A baccalaureate degree requires the successful completion of a total of 120 semester hours, including transfer credit, and credit for coursework completed at UIU. Of those, a minimum of 30 credits must be upper-division.  
A minimum of 30 credits must be completed at UIU.



## UIU Business Administration Emphases

GLOBAL Emphasis	
- 4 of the following including at least 2 at the 400- level	
BA 317	<i>International Management</i>
BA 365	<i>Leadership Theory</i>
BA 411	<i>Labor Relations and Negotiation</i>
BA 424	<i>Global Marketing</i>
BA 463	<i>International Finance</i>
BA 488	<i>Economics of International Business</i>
BA 403	<i>Internship</i>

MARKETING Emphasis	
- 4 of the following including at least 2 at the 400- level	
BA 337	<i>Personal Selling</i>
BA 355	<i>Retailing</i>
BA 358	<i>Consumer Behavior</i>
BA 363	<i>Advertising and Integrated Marketing Communication</i>
BA 414	<i>New Product Development</i>
BA 424	<i>Global Marketing</i>
BA 403	<i>Internship</i>

HUMAN RESOURCES MANAGEMENT Emphasis	
- 4 of the following including at least 1 at the 400- level	
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BA 371	<i>Training and Development</i>
BA 383	<i>Compensation &amp; Benefits Management</i>
BA 393	<i>Personnel Selection and Evaluation</i>
BA 411	<i>Labor Relations and Negotiation</i>
BA 474	<i>Organizational Behavior</i>
BA 403	<i>Internship</i>

GENERAL Emphasis	
Choose 4 300-400 level Business courses, at least 2 at 400-level	

ENTREPRENEURSHIP Emphasis	
- 4 of the following including at least 2 at the 400- level	
BA 334	<i>Social Entrepreneurship</i>
BA 337	<i>Personal Selling</i>
BA 370	<i>Entrepreneurship &amp; Small Business Management</i>
BA 411	<i>Labor Relations and Negotiation</i>
BA 414	<i>New Product Development</i>
BA 444	<i>New Venture Finance</i>
BA 403	<i>Internship</i>

FINANCE Emphasis	
- 4 of the following including at least 2 at the 400- level	
BA 310	<i>Money and Capital Markets</i>
BA 343	<i>Investments</i>
BA 352	<i>Risk Management</i>
BA 442	<i>Intermediate Financial Management</i>
BA 463	<i>International Finance</i>
BA 493	<i>Managerial Economics</i>
BA 403	<i>Internship</i>

HEALTH SERVICES ADMINISTRATION Emphasis	
- 4 of the following including at least 2 at the 400- level	
HSA 205	<i>Intro to the American Health System</i>
HSA 302	<i>Managed Care</i>
HSA 312	<i>Community and Public Health</i>
HSA 385	<i>Legal Issues Related to Health Services Organizations</i>
HSA 440	<i>Health Services Administration</i>
HSA 490	<i>Health Program Planning and Evaluation</i>
BA 403	<i>Internship</i>