

Program Transfer Guide

Madison College Associate in **Business Management**

→ UIU Bachelor of Science in **Management**

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
Semester 1						
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
Semester 2						
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
Semester 3						
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
Semester 4						
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	>>	---	general elective
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
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		24-27

Remaining Major Requirements:	BUSINESS CORE		
	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
	MANAGEMENT		
	BA 317	International Management	3 credits
	BA 361	Human Resources Management	3 credits
	BA 423	Production & Operations Management	3 credits
	BA 454	Management Cases	3 credits
	BA 460	Strategic Management	3 credits
	<i>One of the following:</i>		3 credits
	BA 362	Supervision	
	BA 365	Leadership Theory	
	BA 367	Cross-Cultural Leadership	
BA 370	Entrep & Small Bsns Management		
BA 411	Labor Relations and Negotiations		
BA 415	Cross-Cultural Negotiations		
BA 421	Managerial Cost Accounting		
BA 445	Contemporary Topics in Management		
BA/PSY 474	Organizational Behavior		
PSY 338	Motivation		
PSY 440	Industrial Psychology		
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		39 (36*)	

NOTE: In addition to those to be taken for the major, another 9 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.

* One of these will have been completed at Madison College.

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.

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.