

Program Transfer Guide

**Northeast Iowa Community College Associate of Applied Science
(AAS) in**

Business Administration

→ **UIU Bachelor of Science (BS) in**

BUSINESS ADMINISTRATION

MARCH 2023



EDUCATION BUILT FOR LIFE

Years 1 & 2 at Northeast Iowa Community College Associate of Applied Science (AAS):

NICC Program Course Sequence			Course Transfers into UIU as			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
Semester 1						
CSC 116	Information Computing	3	IS 102	Intro to Computer Applications & Tech.	3	Gen Ed Comp. Skills
BUS 102	Introduction to Business	3	-----	-----	3	Free Elective
ECN 120	Principles of Macroeconomics	3	ECON 161	Principles of Macroeconomics	3	Gen Ed Soc. Sci & Major
SPC 112	Public Speaking	3	COMM 105	Public Speaking	3	Gen Ed Comm./Oral
SDV 179	The College Experience	3	-----	-----	3	Free Elective
Semester 2						
ENG 105	Composition I	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
MKT 110	Principles of Marketing	3	MKT 208	Marketing Principles	3	Major
MGT 101	Principles of Management	3	BA 210	Management Principles	3	Major
ECN 130	Principles of Microeconomics	3	ECON 160	Principles of Microeconomics	3	Gen Ed Soc. Sci & Major
MAT 102	Intermediate Algebra	4	-----	-----	4	Free Elective
Semester 3						
ACC 152	Financial Accounting	4	ACCT 201	Accounting Principles	4	Major
BUS 185	Business Law I	3	BUS 302	Business Law & Ethics	3	Major
MGT 110	Small Business Management	3	-----	-----	3	Free Elective
MKT 183	Customer Service Strategies	3	-----	-----	3	Free Elective
PSY 112	Psychology of Human Relations	3	SOSC 100	Social Science Gen Ed Lower	3	Gen Ed Soc. Sci
Semester 4						
BUS 180	Business Ethics	3	BA 225	Business Ethics	3	Free Elective
BUS 204	Professionalism in the Workplace	3	-----	-----	3	Free Elective
FIN 122	Personal Finance	4	FIN 288	Personal Financial Mgmt	4	Free Elective
MGT 170	Human Resource Management	3	BA 361	Human Resources Mgmt	3	Major
Total occupational course credits earned:		60	Total course credits accepted:		60	
Total credits required for graduation:		60				
Total transferable credits#:		60				

*UIU recommendations are **bolded**.*

Years 3 & 4 at Upper Iowa University:

UIU Program Course List		# Cr	Requirement Fulfilled	Transferred In
General Education Courses				
	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
ENG 101	English Composition I	3	Gen Ed Comm./Wrtn	ENG 105
ENG 102	English Composition II	3	Gen Ed Comm./Wrtn	---
COMM 105	Public Speaking	3	Gen Ed Comm./Oral	SPC 112
IS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	CSC 116
	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 112
ECON 160	any Gen Ed in Social Science	3	Gen Ed Social Science	ECN 130
	any Gen Ed in Cultures	3	Gen Ed Cultures	---
Prerequisites				
MATH 105 OR MATH 107	College Mathematics w/ Applications College Algebra	3	Gen Ed Math & Prereq. for BA 256 or MATH 220	--- OR ---
Business Core Courses				
ECON 160	Principles of Microeconomics	3	Business Core	ECN 130
ECON 161	Principles of Macroeconomics	3	Business Core	ECN 120
ACCT 201	Accounting Principles I	3	Business Core	ACC 152
ACCT 202	Accounting Principles II	3	Business Core	---
MKT 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 and Ethics	3	Business Core	BUS 185
FIN 341	Corporate Financial Management	3	Business Core	---
BA 256 OR MATH 220	Quantitative Analysis for Business I Elementary Statistics	3	Business Core	---
BA 356	Quantitative Analysis for Business II	3	Business Core	---
BA 374	Business Communication	3	Business Core	---
BA 460	Strategic Management	3	Business Core	---
Major Courses				
BA 325	New Venture Creation	3	Major	---
BA 361	Human Resource Management	3	Major	MGT 170
BA 423	Production & Operations Management	3	Major	---
Courses to fulfill one emphasis (See Appendix)		15-21	Business Admin Emphasis	---
Total additional credits needed at UIU to complete degree:		63-69		
Total transferable credits from NICC:		60		
Total Earned Credits:		123-129		

Courses to be taken at Upper Iowa University

Business Administration Emphases at UIU			
AGRICULTURAL MANAGEMENT emphasis			
<i>Complete the following five courses.</i>			
BA 352	Risk Management	ACCT 422	Cost Accounting
FIN 444	New Venture Finance	ECON 212	Agricultural Economics
ECON 488	International Trade		
ENTREPRENEURSHIP emphasis			
<i>Choose five of the following; two must be at the 400-level.</i>			
BA 334	Social Entrepreneurship	MKT 337	Personal Selling
BA 370	Entrepreneurship & Small Business Management	BA 403	Internship
BA 411	Labor Relations and Negotiation	MKT 414	New Product Development
FIN 444	New Venture Finance		
FINANCE emphasis			
<i>Complete the following five courses.</i>			
FIN 343	Investments	BA 403	Internship
BA 352	Risk Management	OR	
ECON 493	Managerial Economics	FIN 444	New Venture Finance
FIN/ECON 310	Money and Capital Markets		
GENERAL BUSINESS emphasis			
<i>With academic advisor, choose five 300-400 level Business courses, at least two at the 400-level.</i>			
GLOBAL emphasis			
<i>Choose five of the following; two must be at the 400-level.</i>			
FIN/ECON 310	Money and Capital Markets	BA 317	International Management
BA 365	Leadership	BA 403	Internship
BA 411	Labor Relations and Negotiation	MKT 424	Global Marketing
ECON 488	International Trade		
HEALTH SERVICES ADMINISTRATION emphasis			
<i>Complete the following five courses.</i>			
HSA 205	Intro to the American Health System	HSA 241	Healthcare Informatics
HSA 440	Health Services Administration	HSA 460	Health Services Policy and Regulation
HSA 490	Health Program Planning and Evaluation		
HUMAN RESOURCES MANAGEMENT emphasis			
<i>Choose five of the following; one must be at the 400-level.</i>			
BA 371	Training and Development	BA 383	Compensation and Benefits Management
BA 393	Personnel Selection and Evaluation	BA 403	Internship
BA 411	Labor Relations and Negotiation	BA 474	Organization Behavior
MARKETING emphasis			
<i>Choose five of the following; two must be at the 400-level.</i>			
MKT 337	Personal Selling	MKT 358	Consumer Behavior
MKT 363	Advertising & Integrated Marketing Communication	MKT 403	Internship
MKT 414	New Product Development	MKT 424	Global Marketing
SPORT ADMINISTRATION emphasis			
<i>Complete the following seven courses.</i>			
SA 348	Sports Administration	SA 435	Governance & Policy in Sport Organizations
SA 355	Administration of Intercollegiate Athletics	SA 401	International Sport Management
SA 363	Sport Marketing	OR	
SA 365	Ethical and Legal Issues in Sports Administration	SA 403	Internship
SA 371	Planning Facilities for Physical Activity		

~~ NOTES ~~**LEGEND:**

- #Transfer grades lower than a C- will not be accepted.
- () signifies credit listed within may change depending on course selection within UIU major.
- ♦ Special circumstance exists for the electives depending upon emphasis selected.
- notates courses that are upper-division that have an option of taking at NICC, however, would require an upper-division course in place of this to meet degree requirement.
- ♦ notates courses that are upper-division and if taken, would reduce total upper-division electives required (3 credits per course) unless the course is transferred in (transfer work does not contribute to the upper-division requirement).
- • Course has a prerequisite.
- **Bolded** text indicates UIU recommendations.
- *Grayed out text* indicates courses fulfilled through transfer. Strikethrough indicates specific course if within grouping.

A minimum of 120 semester credits is required for a baccalaureate degree; up to 78 lower-division college semester credits from Northeast Iowa Community College Associate of Applied Science (AAS). A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Northeast Iowa Community College Associate of Applied Science (AAS) does not contribute to the upper-division credit requirement at UIU.

This program transfer guide is based on the November 2022 course-to-course articulation (UIU 2022-23 catalog & NICC 2022-23 catalog).

Upper Iowa University also offers **Graduate Link Programs**. These Graduate Link Programs allow students to take graduate level courses as part of their undergraduate degree. The Link courses apply to the undergraduate degree as well as to Upper Iowa University's graduate degrees. The tuition for the Link courses is charged at the undergraduate tuition rate. The opportunity to complete Graduate Link Program courses at the undergraduate level allows students to save both time and money on a graduate 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.

Maximize Your Transfer to UIU

Take up to 18 credits to fulfill general education and business core requirements.

Choose up to 18 additional credits at Northeast Iowa Community College Associate of Applied Science (AAS) to transfer into Upper Iowa University to fulfill general education and business core requirements. View the Additional Elective Transfer Guide list below for course selection and recommendations. Talk with your advisors to ensure additional courses will fit with your degree plan and financial aid requirements.

Choose up to 18 credits from the following areas:

- Arts/Humanities General Education Requirement – up to 6 credits
- Communication (Written) General Education Requirement – up to 3 credits
- Mathematics General Education Requirement – up to 3 credits
- Natural Science General Education Requirement – up to 6 credits
- Cultures General Education Requirement – up to 3 credits
- Business Core Requirement – up to 6 credits

LEGEND:

- **Bolded** text indicates UIU recommendations
- • Course has a prerequisite

Additional Elective Transfer Guide						
NICC ELECTIVES			Transfers as UIU Course			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
Arts/Humanities General Education Requirement						
ART 101	Art Appreciation	3	ART 100	Introduction to Art	3	Gen Ed Arts/Humn.
ART 120	2-D Design	3	ART 109	Two Dimensional Foundations	3	Gen Ed Arts/Humn.
ART 133	Drawing	3	ART 110	Drawing		Gen Ed Arts/Humn.
ART 123	3-D Design	3	ART 120	3- Dimensional Foundations	3	Gen Ed Arts/Humn.
ART 134	Drawing II	3	ART 210	Intermediate Drawing	3	Gen Ed Arts/Humn.
ART 203	Art History I	3	ART 211	Art History	3	Gen Ed Arts/Humn.
ART 204	Art History II	3	ART 212	Arty History II	3	Gen Ed Arts/Humn.
ENG 221	Creative Writing	3	ENG 170	Intro to Creative Writing	3	Gen Ed Arts/Humn.
LIT 110	American Literature to Mid-1800's	3	ENG 209	American Literature	3	Gen Ed Arts/Humn.
LIT 111	American Literature Since Mid-1800's	3	ENG 210	American Literature	3	Gen Ed Arts/Humn.
DRA 112	American Film	3	ENG 290	The Movies	3	Gen Ed Arts/Humn.
GRA 216	Exploring Photography	3	GRAF 218	Digital Photography & Editing	3	Gen Ed Arts/Humn.
GRA 151 AND GRA 154	Web Design AND Advanced Web Design	3	GRAF 280	Web Publishing and Social Media	3	Gen Ed Arts/Humn.
MUS 100	Music Appreciation	3	MUS 100	Introduction to Music	3	Gen Ed Arts/Humn.
PHI 101	Introduction to Philosophy	3	PHIL 150	Introduction to Philosophy	3	Gen Ed Arts/Humn.
PHI 105	Introduction to Ethics	3	PHIL 202	Contemporary Ethics	3	Gen Ed Arts/Humn.
REL 105	Introduction to Religion	3	REL 120	Introduction to World Religions	3	Gen Ed Arts/Humn.
FLS 141	Elementary Spanish I	4	SPN 101	Beginning Spanish	3	Gen Ed Arts/Humn.
FLS 142	Elementary Spanish II	4	SPN 102	Beginning Spanish	3	Gen Ed Arts/Humn.
FLS 241	Intermediate Spanish	4	SPN 201	Intermediate Spanish I	3	Gen Ed Arts/Humn.
FLS 242	Intermediate Spanish II	4	SPN 202	Intermediate Spanish II	3	Gen Ed Arts/Humn.
ANI 105	Introduction to Animation	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
ASL 131	American Sign Language	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
ASL 161	American Sign Language II	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
ASL 241	American Sign Language III	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
ASL 271	American Sign Language IV	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
HUM 116	Encounters in Humanities	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
HUM 170	Introduction to Women's Studies	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
LIT 134	Multicultural Literature	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
MUS 102	Music Fundamentals	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
MUS 120	Music Theory	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
PHI 128	Philosophy of Religion	3	HUMN100	Humanities Gen Ed Lower	3	Gen Ed Arts/Humn.
Communication (Written) General Education Requirement						
ENG 106	Composition II	3	ENG 102	English Composition II	3	Gen Ed Comm/Wrtn
Mathematics General Education Requirement						
MAT 120	College Algebra	3	MATH 107	College Algebra	3	Gen Ed Math
Cultures General Education Requirement						
SOC 208	Intro to Cultural Anthropology	3	ANTH 110	Intro to Cultural Anthropology	3	Gen Ed Cultures
HUM 108	Cultural Diversity and Identity	3	SOC 240	Diversity in the US	3	Gen Ed Cultures
CLS 150	Latin American History and Culture	3	SPN 125	Intro to Hispanic Culture & Society	3	Gen Ed Cultures
Natural Science General Education Requirement						
BIO 112	General Biology	4	BIO 135	Principles of Biology	4	Gen Ed Nat. Sci.

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BIO 151	Nutrition	3	BIO 165	Human Biology and Nutrition	3	Gen Ed Nat. Sci.
BIO 183 AND BIO 184	Microbiology AND Microbiology Lab	4	BIO 210	Microbiology	4	Gen Ed Nat. Sci.
BIO 186	Microbiology	4	BIO 210	Microbiology	4	Gen Ed Nat. Sci.
BIO 125	Plant Biology	4	BIO 231	General Botany	4	Gen Ed Nat. Sci.
BIO 158 AND BIO 160	Basic Anatomy and Physiology AND Basic Anatomy and Physiology lab	4	BIO 268	Introduction to Human Anatomy & Physiology	4	Gen Ed Nat. Sci.
BIO 161	Basic Anatomy and Physiology	4	BIO 268	Introduction to Human Anatomy & Physiology	4	Gen Ed Nat. Sci.
BIO 168	Human Anatomy and Physiology I	4	BIO 270	Human Anatomy & Physiology I	4	Gen Ed Nat. Sci.
CHM 160 AND CHM 161	Chemistry I AND Chemistry I Lab	4	CHEM 151	General Chemistry	4	Gen Ed Nat. Sci.
PHS 170	Physical Geology	3	ES 100	Introduction to Geology	3	Gen Ed Nat. Sci.
ENV 140	Natural Resource Conservation	4	ES 114	Conserv. of Natural Resources	3	Gen Ed Nat. Sci.
ENV 115	Environmental Science	3	ES 161	Intro to Environmental Science	3	Gen Ed Nat. Sci.
PHY 106	Survey of Physics	4	PHY 105	Conceptual Physics	3	Gen Ed Nat. Sci.
PHS 142	Principles of Astronomy	3	PHY 110	Intro to Astronomy	3	Gen Ed Nat. Sci.
PHY 162	College Physics	4	PHY 111 AND PHY 112	Introductory Physics I AND Introductory Physics Lab I	4	Gen Ed Nat. Sci.
PHY 172	College Physics II	4	PHY 113 AND PHY 114	Introductory Physics II AND Introductory Physics Lab II	4	Gen Ed Nat. Sci.
BIO 149	Body Structure and Function	3	NSBI100	Natural Science – Bio Gen Ed	3	Gen Ed Nat. Sci.
BIO 157	Human Biology	4	NSBI100	Natural Science – Bio Gen Ed	4	Gen Ed Nat. Sci.
BIO 183	Microbiology	3	NSBI100	Natural Science – Bio Gen Ed	3	Gen Ed Nat. Sci.
BIO 186	Microbiology	4	NSBI100	Natural Science – Bio Gen Ed	4	Gen Ed Nat. Sci.
BIO 248	Introduction to Bioscience Technology	4	NSBI100	Natural Science – Bio Gen Ed	4	Gen Ed Nat. Sci.
CHM 110	Introduction to Chemistry	3	NSBI100	Natural Science – Bio Gen Ed	3	Gen Ed Nat. Sci.
CHM 160	Chemistry I	3	NSBI100	Natural Science – Bio Gen Ed	3	Gen Ed Nat. Sci.
AGA 114	Principles of Agronomy	3	NSPH100	Natural Science – Phys Gen Ed	3	Gen Ed Nat. Sci.
AGA 154	Fundamentals of Soil Science	3	NSPH100	Natural Science – Phys Gen Ed	3	Gen Ed Nat. Sci.
CHM 170	Chemistry II	3	NSPH100	Natural Science – Phys Gen Ed	3	Gen Ed Nat. Sci.
PHS 166	Meteorology, Weather and Climate	4	NSPH100	Natural Science – Phys Gen Ed	4	Gen Ed Nat. Sci.
BIO 149	Body Structure and Function	3	NSPH100	Natural Science – Phys Gen Ed	3	Gen Ed Nat. Sci.
Business Core Requirement						
ACC 156	Managerial Accounting	4	ACCT 202	Accounting Principles II	3	Business Core
MAT 156	Statistics	3	MATH 220	Elementary Statistics	3	Business Core