



**TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS**

**NTC Program: BUSINESS MANAGEMENT**

**UIU Program: BUSINESS ADMINISTRATION**

**Minimum GPA for admission:**

**Initial effective date: 06/30/2025**

**General Education Courses**

NTC			Upper Iowa University		
Course No.	Course Title	Credits	Course No.	Course Title/Field -- (Fulfills Requirement)	Credits
10-801-195	Written Communication <u>OR</u>	3	ENG 101	English Composition I -- (PPE PW)	3
10-801-136	English Composition 1				
10-801-196	Oral/Interpersonal Communications	3	COMM 200	Interpersonal Communication -- (PPE PC)	3
10-804-123	Math with Business Apps <u>OR</u>	3	---	Elective	3
10-804-107	College Mathematics		QR 150	Quant. Reasoning Gen Ed -- (PPE QR)	
<b>10-809-172</b>	<b>Intro to Diversity <u>OR</u></b>	3	<b>SOC 240</b>	<b>Diversity in the United States -- (PPE DEI)</b>	3
10-809-166	Intro to Ethics: Theory & Apps		PHIL 202	Contemporary Ethics -- (PPE CIV)	
10-809-143	Microeconomics	3	ECON 160	Principles of Microecon. -- (PPE CIV & Busn. Core)	3
10-809-199	Psychology of Human Relations <u>OR</u>	3	SSCI 150	Social Science Gen Ed -- (PPE Soc. Sci.)	3
10-809-198	Intro to Psychology		PSY 190	General Psychology -- (PPE Soc. Sci.)	
10-890-165	College 101	1	FYS 120/122	First Year Seminar -- (PPE FYS 120/122)	1
<b>Total general education credits earned:</b>		<b>19</b>			
Total transferable general education credits:		19	<b>Total general education credits accepted:</b>		<b>19</b>

**Occupational Courses**

Course No.	Course Title	Credits	Course No.	Course Title	Credits
10-102-124	Introduction to Business	3	---	Elective	3
10-102-205	Foundations of Business Management	1	---	Elective	1
10-103-242	Excel Level 1	1	---	Elective	1
10-103-243	Word Level 1	1	---	Elective	1
10-196-191	Management Principles	3	BA 210	Management Principles -- (Busn. Core)	3
10-196-189	Team Building & Problem Solving	3	---	Elective	3
10-104-172	Marketing Principles	3	MKT 208	Marketing Principles -- (Busn. Core)	3
10-102-201	Intro to International Business	3	BA 317	International Management-- (Elective)	3
10-102-202	Business Finance	3	FIN 341	Corporate Financial Mgmt -- (Busn. Core)	3
10-182-142	Fundamentals of Supply Chain Management	3	SCM 201	Principles of Supply Chain Mgmt -- (Elective)	3
10-196-188	Project Management	3	---	Elective	3
10-101-111	Accounting 1 <u>OR</u>	3 to 4	ACCT 201	Accounting Principles I -- (PPE QR & Busn. Core)	3 to 4
10-101-147	Accounting Fundamentals				
10-102-204	Business Analytics	3	BA 256	Quant. Analysis for Bus. -- (PPE QR & Busn. Core)	3
10-196-193	Managing Human Resources	3	BA 361	Human Resources Mgmt.-- (Major)	3
10-102-206	Business Management Career Preparation	1	---	Elective	1
10-102-203	Business Management Capstone	3	---	Elective	3
10-102-160	Business Law 1	3	BA 302	Business Law and Ethics -- (Busn Core)	3
<b>Total occupational course credits earned:</b>		<b>43-44</b>	<b>Total occupational course credits accepted:</b>		<b>43-44</b>
<b>Elective credits allowed:</b>					
<b>Total credits required for graduation:</b>		<b>62-63</b>			
<b>Total transferable credits:</b>		<b>62-63</b>	<b>Total credits accepted at UIU:</b>		<b>62-63</b>

**Courses needed to complete degree at UIU:**

Course No.	Course Title	Credits
<b>Peacock Professional Experience (PPE)</b>		
	<i>First Year Seminar (FYS 120/122)</i>	4
COMM 200	<i>PPE Professional Oral Comm. (PPE PC)</i>	3
ENG 101	<i>English Composition I (PPE PW)</i>	3
ENG 102	<i>English Composition II (PPE PW)</i>	3
	<i>Any Diversity, Equity &amp; Inclusion (PPE DEI) (SOC 240)</i>	3
	<i>Any Quantitative Reasoning (PPE QR) (ACCT 201)</i>	3
	<i>Any Science (PPE SCI)</i>	3
	<i>Any Social Science (PPE SSCI) (PSY 190)</i>	3
	<i>Any Civics, Ethics &amp; Citizenship (PPE CIV) (ECON 160)</i>	3
	<i>Any Creative Expression (PPE CREX)</i>	3

A minimum of 120 semester credits is required for a Bachelor of Science degree at Upper Iowa University. A minimum of 30 credits must be upper-division credits; lower-division transfer work from NTC does not contribute to the upper-division credit requirement at UIU.

Transfer grades lower than C- are not accepted by UIU.

**Legend:**

- **Bolded courses** are recommended by UIU.
- **Grayed courses** indicate a course already fulfilled

**Disclaimer:** Students planning to transfer should contact NTC's Transfer Specialist and transfer personnel at UIU for the most current transfer information.

<b>Prerequisites</b>		
MATH 101 OR	Math for Liberal Arts	3
MATH 105 OR	College Math with Applications	3
MATH 107	College Algebra	3
IS 102	Intro to Computer Applications & Technology	3
<b>Business Core</b>		
ECON 160	Principles of Microeconomics	3
ECON 161	Principles of Macroeconomics	3
ACCT 201	Accounting Principles I	3
ACCT 202	Accounting Principles II	3
MKT 208	Marketing Principles	3
BA 210	Management Principles	3
BA 222	Management Information Systems	3
BA 302	Business Law and Ethics	3
FIN 341	Corporate Financial Management	3
BA 256 OR MATH 220	Quantitative Analysis for Business I Elementary Statistics	3
BA 356	Quantitative Analysis for Business II	3
BA 374	Business Communication	3
BA 460	Strategic Management	3
<b>Major</b>		
BA 370	Entrepreneurship & Small Bus. Mgmt	3
BA 361	Human Resource Management	3
BA 423	Production and Operations Management	3
<b>Emphasis</b> (must complete one listed below)		12-18
<b>Additional Electives</b>		
Upper-division Electives		0-3
Electives		6-10
Total additional credits needed at UIU to complete degree:		57-58
<b>Total Credits Earned:</b>		<b>120</b>

Updated on: 6/30/2025 (2024-25 catalog)

**Select an Emphasis at Upper Iowa University**

**GENERAL BUSINESS**

With academic advisor, choose four 300-400 level business courses; at least two at the 400-level.

**(ACCT, BA, ECON, FIN, HSA, MKT, SA, SCM)**

**ENTREPRENEURSHIP**

Complete the following courses:

FIN 444 New Venture Finance

MKT 337 Personal Selling

MKT 414 New Product Development

MKT 489 Social Media Marketing

**FINANCE**

Complete the following courses:

FIN 310/  
ECON 310 Money and Capital Markets

FIN 343 Investments

FIN 442 Intermediate Financial Management

FIN 446 Bank Management

**MARKETING**

Complete the following courses:

MKT 358 Consumer Behavior

MKT 363 Advertising & Integ. Marketing Comm.

MKT 414 New Product Development

MKT 424 Global Marketing

**HEALTH SERVICES ADMINISTRATION**

Complete the following courses:

HSA 205 Introduction to the American Health System

HSA 362 Financial Mgmt of HS Organizations (required prereq)

HSA 440 Health Services Administration

HSA 460 Health Services Policy and Regulation

HSA 490 Health Program Planning and Evaluation

**HUMAN RESOURCE MANAGEMENT**

Complete the following courses:

BA 371 Training and Development

BA 383 Compensation and Benefits Management

BA 393 Personnel Selection and Evaluation

BA 411 Labor Relations and Negotiation

**Sport Administration**

Complete the following courses:

SA 348 Sports Administration

SA 355 Administration of Intercollegiate Athletics

SA 363 Sport Marketing

SA 365 Ethical and Legal Issues in Sports Administration

SA 371 Planning Facilities for Physical Activity

SA 435 Governance and Policy in Sport Organization