



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS

NTC 2020-2021 Program: BUSINESS MANAGEMENT

UIU 2020-2021 Program: BUSINESS ADMINISTRATION

Minimum GPA for admission:

Initial effective date:

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 OR | 3 | ENG 101 | English Composition I -- (Gen Ed Comm./Wrtn) | 3 |
| 10-801-136 | English Composition 1 | | | | |
| 10-801-196 | Oral/Interpersonal Communications | 3 | COMM 200 | Interpersonal Communication -- (Gen Ed Comm./Oral) | 3 |
| 10-804-123 | Math with Business Apps OR | 3 | --- | (Elective) | 3 |
| 10-804-107 | College Mathematics | | --- | (Elective) | |
| 10-809-172 | Intro to Diversity OR | 3 | SOC 240 | Diversity in the United States -- (Gen Ed Cultures) | 3 |
| 10-809-196 | Intro to Sociology | | SOC 110 | Principles of Sociology -- (Gen Ed Soc. Sci.) | |
| 10-809-166 | Intro to Ethics: Theory & Apps | 3 | PHIL 202 | Contemporary Ethics -- (Gen Ed Arts/Humn.) | 3 |
| 10-809-195 | Economics | 3 | ECON 160 | Principles of Microeconomics -- (Gen Ed Soc. Sci.) | 3 |
| 10-809-199 | Psychology of Human Relations OR | 3 | --- | (Elective) | 3 |
| 10-809-198 | Intro to Psychology | | PSY 190 | General Psychology -- (Gen Ed Soc. Sci.) | |
| Total general education credits earned: | | 21 | Total general education credits accepted: | | 21 |
| Total transferable general education credits: | | 21 | | | |

Occupational Courses

| Course No. | Course Title | Credits | Course No. | Course Title -- (Fulfills Requirement) | Credits |
|--|--|-----------|--|---|-----------|
| 10-102-124 | Introduction to Business | 3 | --- | (Elective) | 3 |
| 10-103-241 | PowerPoint 2016 Level 1 | 1 | --- | (Elective) | 1 |
| 10-103-242 | Excel 2016 Level 1 | 1 | --- | (Elective) | 1 |
| 10-103-243 | Word 2016 Level 1 | 1 | --- | (Elective) | 1 |
| 10-196-189 | Team Building & Problem Solving | 3 | --- | (Elective) | 3 |
| 10-104-172 | Marketing Principles | 3 | MKT 208 | Marketing Principles -- (Business Core) | 3 |
| 10-196-169 | Leading Change and Diversity | 3 | --- | (Elective) | 3 |
| 10-196-190 | Leading Strategically | 3 | BA 365 | Leadership Theory -- (Elective) | 3 |
| 10-101-111 | Accounting 1 | 4 | ACCT 201 | Accounting Principles I -- (Business Core) | 4 |
| 10-196-114 | LEAN Organizations | 3 | --- | (Elective) | 3 |
| 10-196-193 | Managing Human resources & Employee Relation OR | 3 | BA 361 | Human Resources Management -- (Major) | 3 |
| 10-182-141 | Project Management Leadership Principles | | --- | (Elective) | |
| 10-101-113 | Accounting 2 | 4 | ACCT 202 | Accounting Principles II -- (Business Core) | 4 |
| 10-102-200 | The Branch Skills Accelerator OR | 3 | --- | (Elective) | 3 |
| 10-102-127 | Mentored Business Experience | | --- | (Elective) | |
| 10-102-160 | Business Law 1 | 3 | BA 302 | Business Law and Ethics -- (Business Core) | 3 |
| 10-196-188 | Project Management | 3 | --- | (Elective) | 3 |
| Total occupational course credits earned: | | 41 | Total occupational course credits accepted: | | 41 |
| Total credits required for graduation: | | 62 | | | |
| Total transferable credits: | | 62 | Total credits accepted at UIU: | | 62 |

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

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:

- Grayed courses indicate a course already fulfilled.
- **Bolded courses** are recommended by UIU.
- * Course has a prerequisite.
- # See specific note for additional upper-division electives

Courses needed to complete degree at UIU:

| Course No. | Course Title | Credits |
|----------------------------------|--|---------|
| General Education Studies | | |
| | Any Gen Ed in Arts/Humanities (PHIL 202) | 3 |
| | Any Gen Ed in Arts/Humanities | 3 |
| ENG 101 | English Composition I (Gen Ed Comm./Wrtn) | 3 |
| ENG 102 | English Composition II (Gen Ed Comm./Wrtn) | 3 |
| COMM 200 | Interpersonal Comm. (Gen Ed Comm./Oral) | 3 |
| CS 102 | Intro Computer Applications & Technology (Gen Ed Comp. Skills) | 3 |
| | Any Gen Ed in Math (MATH 105 or MATH 107) | 3 |
| | Any Gen Ed in Natural Science | 3 |
| | Any Gen Ed in Natural Science | 3 |
| | Any Gen Ed in Social Science (PSY 190) | 3 |
| | Any Gen Ed in Social Science (ECON 160) | 3 |
| | Any Gen Ed in Cultures (SOC 240) | 3 |
| Prerequisites | | |
| MATH 105 | College Mathematics with Applications * | 3 |
| OR | | |
| MATH 107 | College Algebra * | |

More on next page.

Legend:

- Grayed courses indicate a course already fulfilled.
- **Bolded courses** are recommended by UIU.
- * Course has a prerequisite.
- # See specific note for additional upper-division electives

Additional upper-division electives required for the following emphasis:

- **Agricultural Management:** 3 upper-division credits required
- **Health Services Administration:** 6 upper-division credits required

Courses needed to complete degree at UIU: (continued)

| Course No. | Course Title | Credits |
|--|---------------------------------------|------------|
| Business Core | | |
| <i>ECON 160</i> | <i>Principles of Microeconomics</i> | <i>3</i> |
| ECON 161 | Principles of Macroeconomics | 3 |
| <i>ACCT 201</i> | <i>Accounting Principles I</i> | <i>3</i> |
| <i>ACCT 202</i> | <i>Accounting Principles II</i> | <i>3</i> |
| <i>MKT 208</i> | <i>Marketing Principles</i> | <i>3</i> |
| BA 210 | Management Principles | 3 |
| BA 222 | Management Information Systems | 3 |
| <i>BA 302</i> | <i>Business Law and Ethics</i> | <i>3</i> |
| FIN 341 | Corporate Financial Management | 3 |
| BA 256 <u>OR</u> | Quantitative Analysis for Business I | 3 |
| MATH 220 | Elementary Statistics | 3 |
| BA 356 | Quantitative Analysis for Business II | 3 |
| BA 374 | Business Communication | 3 |
| BA 460 | Strategic Management | 3 |
| Major | | |
| BA 325 | New Venture Creation | 3 |
| <i>BA 361</i> | <i>Human Resource Management</i> | <i>3</i> |
| BA 423 | Production and Operations Management | 3 |
| Emphasis (must complete one listed below) # | | 15 |
| Total additional credits needed at UIU to complete degree: | | 63 |
| Total Credits Earned: | | 125 |

Select an Emphasis at Upper Iowa University

AGRICULTURAL MANAGEMENT

Complete the following five courses

| | |
|----------|------------------------|
| BA 352 | Risk Management |
| ACCT 422 | Cost Accounting |
| FIN 444 | New Venture Finance |
| ECON 212 | Agricultural Economics |
| ECON 488 | International Trade |

ENTREPRENEURSHIP

Choose five of the following; two must be at the 400-level

| | |
|---------|--|
| 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

Complete the following five courses

| | |
|----------------------|---------------------------|
| FIN 310/ ECON 310 | Money and Capital Markets |
| FIN 343 | Investments |
| BA 352 | Risk Management |
| BA 403 | Internship <u>OR</u> |
| FIN 444 | New Venture Finance |
| ECON 493 | Managerial Economics |

GENERAL BUSINESS

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

HEALTH SERVICES ADMINISTRATION

Complete the following five courses

| | |
|---------|--|
| HSA 205 | Introduction 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 RESOURCE MANAGEMENT

Choose five of the following; two must be at the 400-level

| | |
|--------|--------------------------------------|
| 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 | Organizational Behavior |

MARKETING

Choose five of the following; two must be at the 400-level

| | |
|---------|--|
| 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

Complete the following seven 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 401 | International Sport Management <u>OR</u> |
| SA 403 | Internship |
| SA 435 | Governance and Policy in Sport Organization |