



TRANSFER GUIDE - ASSOCIATE DEGREE PROGRAMS
 NTC 2020-2021 Program: LEADERSHIP DEVELOPMENT
 UIU 2021-2021 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
10-809-195	Economics <u>OR</u>	3	ECON 160	Principles of Microeconomics -- (Gen Ed & Busn. Core)	3
10-182-141	Project Management Leadership Principles		---	(Elective)	
10-801-196	Oral/Interpersonal Communications	3	COMM 200	Interpersonal Communication -- (Gen Ed Comm./Oral)	3
10-809-199	Psychology of Human Relations <u>OR</u>	3	---	(Elective) -- (Gen Ed Soc. Sci.)	3
10-809-198	Intro to Psychology		PSY 190	General Psychology -- (Gen Ed Soc. Sci.)	
10-801-195	Written Communication <u>OR</u>	3	ENG 101	English Composition I -- (Gen Ed Comm./Wrtn)	3
10-801-136	English Composition 1				
10-809-166	Intro to Ethics: Theory & Application	3	PHIL 202	Contemporary Ethics -- (Gen Ed Arts/Humn.)	3
10-809-196	Intro to Sociology	3	SOC 110	Principles of Sociology -- (Gen Ed Soc. Sci.)	3
10-804-123	Math with Business Applications	3	---	(Elective)	3
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
10-196-164	Essential Skills for the Business Professional	3	---	(Elective)	3
10-196-189	Team Building and Problem Solving	3	---	(Elective)	3
10-196-191	Supervision and Management Skills	3	BA 362	Supervision -- (Elective)	3
10-101-147	Accounting Fundamentals (3 credits) <u>OR</u>	3 to 4	---	(Elective)	3 to 4
10-101-111	Accounting 1 (4 credits)		ACCT 201	Accounting Principles I -- (Busn. Core)	
10-196-114	LEAN Organizations	3	---	(Elective)	3
10-196-188	Project Management	3	---	(Elective)	3
10-196-192	Quality & Performance Excellence	3	---	(Elective)	3
10-102-160	Business Law 1	3	BA 302	Business Law and Ethics -- (Busn. Core)	3
10-196-193	Managing Human Resources & Employee Relations	3	BA 361	Human Resources Management -- (Major)	3
10-196-136	Managing Safety and Risk in Business <u>OR</u>	3	---	(Elective)	3
10-449-121	OSHA Workplace Safety Training Strategies		---	(Elective)	
10-196-199	Training & Talent Development	3	---	(Elective)	3
10-196-168	Organizational Behavior and Development	3	---	(Elective)	3
10-196-190	Leading Strategically	3	BA 365	Leadership Theory -- (Elective)	3
10-196-169	Leading Change and Diversity	3	---	(Elective) -- (Gen Ed Cultures)	3
Total occupational course credits earned:		42-43	Total occupational course credits accepted:		42-43
Total credits required for graduation:		62	Total credits accepted at UIU:		63-64
Total transferable credits:		63-64			

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		
	<i>Any Gen Ed in Arts/Humanities (PHIL 202)</i>	3
	Any Gen Ed in Arts/Humanities	3
	<i>ENG 101 English Composition I (Gen Ed Comm./Wrtn)</i>	3
	ENG 102 English Composition II (Gen Ed Comm./Wrtn)	3
	<i>COMM 200 Interpersonal Comm. (Gen Ed Comm./Oral)</i>	3
	CS 102 Intro Computer Applications & Technology (Gen Ed Comp. Skills)	3
	<i>Any Gen Ed in Math (MATH 105 or MATH 107)</i>	3
	Any Gen Ed in Natural Science	3
	Any Gen Ed in Natural Science	3
	<i>Any Gen Ed in Social Science (PSY 190)</i>	3
	<i>Any Gen Ed in Social Science (ECON 160)</i>	3
	<i>Any Gen Ed in Cultures (10-196-169)</i>	3
Prerequisites		
MATH 105	College Mathematics with Applications *	3
<u>OR</u>		
MATH 107	College Algebra *	

More on next page.

Courses needed to complete degree at UIU: (continued)

Course No.	Course Title	Credits
Business Core		
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 <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
BA 361	Human Resource Management	3
BA 423	Production and Operations Management	3
Emphasis (must complete one listed below)[#]		15
Total additional credits needed at UIU to complete degree:		69
Total Credits Earned:		132-133

Legend:

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- * 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

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