

## Program Transfer Guide

**Waukesha County Technical College  
Associate Applied Science (AAS) in**

**BUSINESS MANAGEMENT**

→ **UIU Bachelor of Science (BS) in**

**BUSINESS ADMINISTRATION**

**APRIL 2019**



EDUCATION BUILT FOR LIFE

WCTC Course			Transfers as UIU Course			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
<b>General Studies</b>						
801-136	English Composition I	3	ENG 101	English Composition I	3	Gen Ed Comm./Wrtn
801-196	Oral/Interpersonal Comm.	3	COMM 200	Interpersonal Communication	3	Gen Ed Comm./Oral
OR		OR			OR	
801-198	Speech	3	COMM 105	Public Speaking	3	Gen Ed Comm./Oral
Recommended Math Electives (See full list of math electives in appendix)						
804-195	College Algebra w Apps	3	MATH 105	College Math with Apps	3	Gen Ed Mathematics
OR		OR			OR	
804-198	Calculus 1	4	MATH 120	Calculus I •	4	Gen Ed Mathematics
809-143	Microeconomics	3	ECON 160	Principles of Microeconomics	3	Business Core
OR		OR			OR	
809-195	Economics	3	ECON 160	Principles of Microeconomics	3	Business Core
809-196	Intro to Sociology	3	SOC 111	Principles of Sociology	3	Gen Ed Soc. Sci.
OR		OR			OR	
809-197	Contemporary Amer Society	3	---	---	3	Gen Ed Cultures
809-199	Psychology of Human Relations	3	---	---	3	Gen Ed Soc. Sci.
OR		OR			OR	
809-198	Intro to Psychology	3	PSY 190	General Psychology	3	Gen Ed Soc. Sci.
<b>Core Courses</b>						
101-109	Business Accounting	4	---	---	4	Free Elective
101-132	Business Financial Management	3	---	---	3	Free Elective
102-101	Business Professionalism	1	---	---	1	Free Elective
OR		OR			OR	
104-112	Personal Brand	3	---	---	3	Free Elective
102-118	Business Mgmt. Capstone	3	---	---	3	Free Elective
102-125	Princ of Supply Chain Mgmt.	3	---	---	3	Free Elective
102-160	Business Law	3	BA 302	Business Law and Ethics	3	Business Core
104-102	Marketing Principles	3	BA 208	Marketing Principles	3	Business Core
106-110	Intro to Software Applications	3	CS 102	Intro to Computer Applications & Technology	3	Gen Ed Comp. Skills
OR		OR			OR	
106-111	MBA I-AP	3	---	---	3	Free Elective
138-150	Global Business Fundamentals	3	---	---	3	Free Elective
196-125	Management of Customer Service	3	---	---	3	Free Elective
OR		OR			OR	
104-191	Customer Service Management	3	---	---	3	Free Elective

## Program Transfer Guide – WCTC BUSINESS MANAGEMENT → UIU BUSINESS ADMINISTRATION – April 2019

WCTC Course			Transfers as UIU Course			
Course ID	Course Name	# Cr	Course ID	Course Name	# Cr	Requirement Fulfilled
<b>Core Courses</b> <i>(continued)</i>						
196-140 <i>OR</i> <b>196-191</b>	Managing People <b>Principles of Management</b>	3 <i>OR</i> <b>3</b>	BA 362  <b>BA 210</b>	Supervision  <b>Management Principles</b>	3 <i>OR</i> <b>3</b>	Free Elective  <b>Business Core</b>
196-190	Leadership Development	3	---	---	3	Free Elective
623-170 <i>OR</i> 196-192 <i>OR</i> 623-130	Intro to Continuous Improvement  Managing for Quality  Lean for Office	3 <i>OR</i> 3 <i>OR</i> 3	---	---	3 <i>OR</i> 3 <i>OR</i> 3	Free Elective  Free Elective  Free Elective
Elective		3	---	<i>See elective list.</i>	3	<i>See elective list.</i>
890-108 <i>OR</i> 104-112	Employment Success  Personal Brand	1 <i>OR</i> 3	---	---	1 <i>OR</i> 3	Free Elective  Free Elective

Total occupational course credits earned: 60-66  
 Total credits required for graduation: 60  
 Total transferable credits#: 60-66

Total course credits accepted: 60-66

*UIU recommendations are **bolded**.*

**MAXIMIZE YOUR TRANSFER!** *Select 12-18 credits to fulfill general education and business core requirements.*

Choose courses to equal 12-18 total credits from the Elective Transfer Guide in the appendix to fulfill additional UIU degree requirements early.

Credits Applied to UIU Gen Ed Requirements:	12-18	Additional credits accepted:	12-18
Total transferable credits#:	78	Total course credits accepted#:	78

Courses to be taken at Upper Iowa University	UIU course		# Cr	Requirement Fulfilled	Transfer
		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	801-136
	ENG 102	English Composition II	3	Gen Ed Comm./Wrtn	---
	COMM 105 <i>OR</i> COMM 200	Public Speaking  Interpersonal Communication	3	Gen Ed Comm./Oral	801-196  801-198
	CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	106-110
	MATH 105 <i>or higher</i>	College Algebra w/ Applications	3	Gen Ed Mathematics	804-195/804-198
		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	809-199/809-198
		any Gen Ed in Social Science	3	Gen Ed Social Science	ECON 160
		any Gen Ed in Cultures	3	Gen Ed Cultures	809-197
	ECON 160	Principles of Microeconomics	3	Business Core	809-143
	ECON 161	Principles of Macroeconomics	3	Business Core	---
	BA 201	Accounting Principles I	3	Business Core	---
	BA 202	Accounting Principles II	3	Business Core	---
	BA 208	Marketing Principles	3	Business Core	104-102
	BA 210	Management Principles	3	Business Core	196-191
	BA 222	Management Information Systems	3	Business Core	---
	BA 302	Business Law and Ethics	3	Business Core	102-160
	BA 341	Corporate Financial Management	3	Business Core	---

<b>Courses to be taken at Upper Iowa University</b> (continued)	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	---
	Subtotal of general education & business core credits:		42	Less 12-18 credits from <b>grayed</b> courses as identified in Elective Transfer Guide.	
	<b>MAXIMIZED Transfer</b> option:		12-18		
	Total general education & business core credits required:		24-30		
	BA 325	New Venture Creation	3	Major	---
	BA 361	Human Resource Management	3	Major	---
	BA 423	Production and Operations Management	3	Major	---
	Courses to fulfill one emphasis (See Appendix)		15	Business Admin Emphasis	---
	Upper-Division Electives		0-6*	Degree Requirements	---
	<b>*If selected Agricultural Management emphasis:</b>				
	3 upper-division credits needed.				
	<b>*If selected Health Services Administration emphasis:</b>				
	6 upper-division credits needed.				

	Standard Transfer	MAXIMIZED Transfer
Total major credits required:	24-30	24-30
Total general education and business core credits required:	42	24-30
<b>Total additional credits needed at UIU to complete degree:</b>	<b>66-72</b>	<b>48-60</b>
Total transferable credits from WCTC:	60-66	78
<b>Total Earned Credits:</b>	<b>126-138</b>	<b>126-138</b>

### ~~ NOTES ~~

#### LEGEND:

- # Transfer grades lower than a C- will not be accepted.
- • Course has a prerequisite.
- **Bolded** text indicates UIU recommendations.
- **Gray background** indicates parts of an optional path. If course elective was taken for any highlighted course, the credits amount would count for electives and course requirement but not upper-division requirements.
- *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 Bachelor of Science Degree; up to 78 lower-division college semester credits from Waukesha County Technical College. A minimum of 30 credits must be upper-division credits for a UIU baccalaureate degree; lower-division transfer work from Waukesha County Technical College does not contribute to the upper-division credit requirement at UIU.

*This program transfer guide is based on the April 2019 course-to-course articulation (UIU 2018-2019 catalog & WCTC 2018-2019 catalog).*

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.

## APPENDIX

<b>Business Administration Emphases at UIU</b>			
<b>AGRICULTURAL MANAGEMENT emphasis</b>			
<i>Complete the following five courses</i>			
BA 352	Risk Management		
BA 444	New Venture Finance	BA 422	Cost Accounting
ECON 488	International Trade	ECON 212	Agricultural Economics
<b>ENTREPRENEURSHIP emphasis</b>			
<i>Choose five of the following; two must be at the 400-level</i>			
BA 334	Social Entrepreneurship		
BA 370	Entrepreneurship & Small Business Management	BA 337	Personal Selling
BA 411	Labor Relations & Negotiation	BA 403	Internship
BA 444	New Venture Finance	BA 414	New Product Development
<b>FINANCE emphasis</b>			
<i>Choose five of the following; two must be at the 400-level</i>			
BA/ECON 310	Money and Capital Markets		
BA 352	Risk Management	BA 343	Investments
BA 442	Intermediate Financial Management	BA 403	Internship
ECON 493	Managerial Economics	BA 463	International Finance
<b>GENERAL BUSINESS emphasis</b>			
<i>With academic advisor, choose five 300-400 level Business courses, at least two at the 400-level</i>			
<b>GLOBAL emphasis</b>			
<i>Choose five of the following; two must be at the 400-level</i>			
BA 317	International Management		
BA 403	Internship	BA 365	Leadership
BA 424	Global Marketing	BA 411	Labor Relations and Negotiations
ECON 488	International Trade	BA 463	International Finance
<b>HEALTH SERVICES ADMINISTRATION emphasis</b>			
<i>Complete the following five courses</i>			
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
<b>HUMAN RESOURCE MANAGEMENT emphasis</b>			
<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	Organizational Behavior
<b>MARKETING emphasis</b>			
<i>Choose five of the following; one must be at the 400-level</i>			
BA 337	Personal Selling		
BA 355	Retailing	BA 358	Consumer Behavior
BA 363	Advertising and Integrated Marketing Communication	BA 403	Internship
BA 414	New Product Development	BA 424	Global Marketing

### **WCTC Math Electives**

<b>WCTC ELECTIVES</b>			<b>Transfers as UIU Course</b>			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
804-123	Math with Business Apps	3	---	---	3	Free Elective
804-107	College Mathematics	3	---	---	3	Free Elective
804-115	College Technical Math 1	5	---	---	5	Free Elective
804-116	College Technical Math 2	4	---	---	4	Free Elective
804-118	Interm Algebra w Apps	4	---	---	4	Free Elective
<b>804-195</b>	<b>College Algebra w Apps</b>	<b>3</b>	<b>MATH 105</b>	<b>College Math with Apps</b>	<b>3</b>	<b>Gen Ed Mathematics</b>
804-198	Calculus 1	4	MATH 120	Calculus I •	4	Gen Ed Mathematics

### **Elective Transfer Guide**

<b>WCTC ELECTIVES</b>			<b>Transfers as UIU Course</b>			
Course Id	Course Name	# Cr	Course Id	Course Name	# Cr	Requirement Fulfilled
<b>Arts/Humanities General Education Requirement</b>						
201-136	Advertising & Branding Design	3	ART 235	Advertising Design	3	Gen Ed Arts/Humn.
201-139	Video Production for the Web	3	ART 319	Digital Video & Editing	3	Gen Ed Arts/Humn.
809-166	Intro to Ethics: Theory & App	3	PHIL 202	Contemporary Ethics	3	Gen Ed Arts/Humn.
802-160	Spanish – Beginning	3	SPN 101	Beginning Spanish I	3	Gen Ed Arts/Humn.
<b>Mathematics General Education Requirement</b>						
804-189	Introductory Statistics	3	MATH 220	Elementary Statistics	3	Gen Ed Mathematics
<b>Cultures General Education Requirement</b>						
809-172	Intro to Diversity Studies	3	SOC 240	Diversity in the United States	3	Gen Ed Cultures <i>or</i> Gen Ed Soc. Sci.
<b>Natural Science General Education Requirement</b>						
806-114	General Biology	4	BIO 100	General Biological Science	3	Gen Ed Nat. Sci.
806-197	Microbiology	4	BIO 210	Microbiology	4	Gen Ed Nat. Sci.
806-139	Survey of Physics	3	PHY 105	Conceptual Physics	3	Gen Ed Nat. Sci.
806-144	College Physics 2	3	PHY 113	Introductory Physics II	3	Gen Ed Nat. Sci.
806-188	Calculus Based Physics 2		PHY 113	Introductory Physics II	3	Gen Ed Nat. Sci.
<b>Social Science General Education Requirement</b>						
809-172	Intro to Diversity Studies	3	SOC 240	Diversity in the United States	3	Gen Ed Soc. Sci. <i>or</i> Gen Ed Cultures
504-900	Intro to Criminal Justice	3	CJ 224	Intro to Criminal Justice	3	Gen Ed Soc. Sci.
809-188	Developmental Psychology	3	EDU 142	Human Growth, Development & Guidance	3	Gen Ed Soc. Sci.
522-106	EDU: Child & Adolescent Devel.	3	PSY 212	Development Psychology: Birth to Adolescent	3	Gen Ed Soc. Sci.
809-188	Development Psychology	3	PSY 222	Development Psychology: Young Adulthood to Late Adulthood	3	Gen Ed Soc. Sci.
520-106	Group Methods of Intervention	3	SOC/PSY 232	Group Dynamics	3	Gen Ed Soc. Sci.
809-196	Intro to Sociology	3	SOC 110	Principles of Sociology	3	Gen Ed Soc. Sci.
809-174	Social Problems	3	SOC 220	Social Problems	3	Gen Ed Soc. Sci.
<b>Business Core or Major Requirement</b>						
809-144	Macroeconomics	3	ECON 161	Principles of Macroeconomics	3	Business Core
101-111	Accounting I – Principles	4	BA 201	Accounting Principles I	4	Business Core
101-113	Accounting II – Principles	4	BA 202	Accounting Principles II •	4	Business Core
804-189	Introductory Statistics	3	MATH 220	Elementary Statistics	3	Business Core
196-193	Human Resource Management	3	BA 361	Human Resources Management	3	Major