

Program Transfer Guide

**Dallas County Community College District
Associate in Applied Science (A.A.S.) in
INTERNATIONAL BUSINESS AND TRADE**

→ **UIU Bachelor of Science (B.S.) in
BUSINESS ADMINISTRATION**

August 2017



UPPER IOWA
UNIVERSITY

EDUCATION BUILT FOR LIFE

DCCCD Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
Semester 1					
IBUS 1305	Intro to Int'l Business & Trade	3	BA 317 [#]	International Management	(Global) Emphasis
BMGT 1327	Principles of Management	3	BA 210	Management Principles	Business Core
MRKG 1311	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
ENGL 1301	Composition I	3	ENG 101	English Composition I	Gen Ed Wrtn Comm
Semester 2					
IBUS 1300	Global Logistics Management	3	BA 250	Special Topic	general elective
IBUS 1301	Principles of Exports	3	BA 250	Special Topic	general elective
IBUS 1349	International E-Commerce Systems	3	BA 250	Special Topic	general elective
MATH 1324	Math for Business & Social Sciences	3	MATH 105	College Mathematics w/ Applications	Gen Ed Math
Semester 3					
IBUS 1302	Principles of Imports	3	BA 250	Special Topic	general elective
IBUS 1354	Int'l Marketing Management	3	BA 250	Special Topic	general elective
SPCH 1311 or SPCH 1315	Intro to Speech Communication Public Speaking	3	COMM 105	Public Speaking	Gen Ed Oral Comm
Semester 4					
ACCT 2301	Principles of Financial Accounting	3	BA 201	Accounting Principles I	Business Core
BUSI 2301	Business Law	3	BA 302 [#]	Business Law I	Business Core
IBUS 2339	Int'l Banking & Trade Finance	3	BA 250	Special Topic	general elective
Social/Behavioral Science elective		3	---	---	Gen Ed Arts/Hum
Semester 5					
ACCT 2302	Principles of Managerial Accounting	3	BA 202	Accounting Principles II	Business Core
IBUS 2335	International Business Law	3	BA 250	Special Topic	general elective
IBUS 2341	Intercultural Management	3	BA 367 [#]	Cross-Cultural Leadership	(General) Emphasis
<i>elective *</i> OR IBUS 2366	<i>(see next page)</i> Practicum or Field Experience	3	---	---	general elective
Humanities/Fine Arts elective		3	---	---	Gen Ed Arts/Hum
		60			

[#] Lower division transfer work does not contribute to the upper division credit requirement at UIU.

* IBUS elective options at DCCCD:

Course #	Course Name	Cr	Course #	Course Name	Requirement
IBUS 1341	Global-Supply Chain Management	3	BA 250	Special Topic	general elective
IBUS 2345	Import Custom Regulations	3	BA 250	Special Topic	general elective
IBUS 1191 & IBUS 1291	Special Topics in Int'l Business	1 2	---	---	general elective
BUSI 1307	Personal Finance	3	BA 288	Personal Financial Management	general elective
MRKG 1302	Principles of Retailing	3	BA 250	Special Topic	general elective
MRKG 2333	Principles of Selling	3	BA 337	Personal Selling	(Entrepreneurship) emphasis

Courses to be taken during years 3 & 4 at Upper Iowa University

UIU course		# Cr	Requirement Fulfilled	Transfer
ENG 101	English Composition I	3	Gen Ed Communication/Wrtn	ENGL 1301
ENG 102	English Composition II	3	Gen Ed Communication/Wrtn	---
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPCH 1311/15
CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	---
MATH 105 or higher	College Mathematics w/ Applications	3	Gen Ed Mathematics	MATH 1324
---	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	TBD
---	any Gen Ed in Arts/Humanities	3	Gen Ed Arts/Humanities	---
---	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	---
---	any Gen Ed in Social Science	3	Gen Ed Social Science	---
---	any Gen Ed in Cultures	3	Gen Ed Cultures	---
BA 160	Microeconomic Principles	3	Business Core	ACCT 2301
BA 161	Macroeconomic Principles	3	Business Core	ACCT 2302
BA 201	Accounting Principles I	3	Business Core	---
BA 202	Accounting Principles II	3	Business Core	---
BA 208	Marketing Principles	3	Business Core	MRKG 1311
BA 210	Management Principles	3	Business Core	BMGT 1327
BA 222	Management Information Systems	3	Business Core	---
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	---
BA 302	Business Law I	3	Business Core	BUSI 2301
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
MATH 220	Elementary Statistics	3	Business Core	---
BA 325	New Venture Creation	3	Bsns Admin Core	---
BA 361	Human Resource Management	3	Bsns Admin Core	---
BA 423	Production and Operations Management	3	Bsns Admin Core	---
BA 460	Strategic Management	3	Bsns Admin Core	---
	see last page	9 - 12	Bsns Admin emphasis	---

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.

Business Administration Emphases

GLOBAL

- 4 of the following including at least 2 at the 400- level

BA 317 *International Management*
BA 365 *Leadership Theory*
BA 411 *Labor Relations and Negotiation*
BA 424 *Global Marketing*
BA 463 *International Finance*
BA 488 *Economics of International Business*
BA 403 *Internship*

ENTREPRENEURSHIP

- 4 of the following including at least 2 at the 400- level

BA 334 *Social Entrepreneurship*
BA 337 *Personal Selling*
BA 370 *Entrepreneurship & Small Business Management*
BA 411 *Labor Relations and Negotiation*
BA 414 *New Product Development*
BA 444 *New Venture Finance*
BA 403 *Internship*

MARKETING

- 4 of the following including at least 2 at the 400- level

BA 337 *Personal Selling*
BA 355 *Retailing*
BA 358 *Consumer Behavior*
BA 363 *Advertising and Integrated Marketing
Communication*
BA 414 *New Product Development*
BA 424 *Global Marketing*
BA 403 *Internship*

FINANCE

- 4 of the following including at least 2 at the 400- level

BA 310 *Money and Capital Markets*
BA 343 *Investments*
BA 352 *Risk Management*
BA 442 *Intermediate Financial Management*
BA 463 *International Finance*
BA 493 *Managerial Economics*
BA 403 *Internship*

HUMAN RESOURCES MANAGEMENT

- 4 of the following including at least 1 at the 400- level

BA 371 *Training and Development*
BA 383 *Compensation & Benefits Management*
BA 393 *Personnel Selection and Evaluation*
BA 411 *Labor Relations and Negotiation*
BA 474 *Organizational Behavior*
BA 403 *Internship*

HEALTH SERVICES ADMINISTRATION

- 4 of the following including at least 2 at the 400- level

HSA 205 *Intro to the American Health System*
HSA 302 *Managed Care*
HSA 312 *Community and Public Health*
HSA 385 *Legal Issues Related to Health Services
Organizations*
HSA 440 *Health Services Administration*
HSA 490 *Health Program Planning and Evaluation*
BA 403 *Internship*

GENERAL

Choose 4 300-400 level Business courses, at least 2 at 400-level

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.