

Program Transfer Guide

Eastern Iowa Community College
Associate in Applied Science (A.A.S.) in

BUSINESS MANAGEMENT

→ Upper Iowa University
Bachelor of Science (B.S.) in

BUSINESS ADMINISTRATION

February 2017



UPPER IOWA UNIVERSITY

Established in 1857®

EICC Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
Semester 1					
ENG:105	Composition I	3	ENG 101	Basic Composition	Gen Ed Commun/Wrtn
BUS:102	Intro to Business	3	---	Elective	elective
CSC:110	Intro to Computers	3	CS 102	Intro to Computer Appls & Tech	Gen Ed Computer Skills
MGT:101	Principles of Management	3	BA 210	Management Principles	Business Core
	<i>business specialty course >> ECN:120</i>	3	BA 161	Principles of Macroeconomics	Major Core
Semester 2					
MAT:156	Statistics	3	MATH 220	Elementary Statistics	Gen Ed Math & Bsns Core
BUS:161	Human Relations	3	---	elective	elective
BUS:180	Business Ethics	3	BA 225	Business Ethics	Business Core
MKT:110	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
	<i>business specialty course >> BUS:130</i>	3	BA 325	New Venture Creation	Major Core ^B
Semester 3 - Summer					
	<i>business specialty course</i>	3	<i>see table 1 below</i>		TBD
Semester 4					
ACC:142	Financial Accounting	3	BA 201	Accounting Principles I	Business Core
ECN:130	Principles of Microeconomics	3	BA 160	Microeconomic Principles	Business Core
SPC:112	Public Speaking	3	COMM 105	Public Speaking	Gen Ed Commun/Oral
	<i>business specialty course >> BUS:135</i>	3	BA 325	New Venture Creation	Major Core ^B
	<i>business skill course</i>	3	<i>see table 2 below</i>		general elective
Semester 5					
ACC:146	Managerial Accounting	3	BA 202	Accounting Principles II	Business Core
BUS:106	Employment Strategy	2	---	elective	elective
BUS:185	Business Law	3	BA 302 ^A	Business Law I	Business Core
HUM:105	Working in America	3	---	General Education Arts/Humanities	Gen Ed Arts/Hum
	<i>business specialty course >> BUS:147</i>	3	BA 325	New Venture Creation	Major Core ^B
	<i>business skill course</i>	3	<i>see table 2 below</i>		general elective
		67			

UIU recommendations are bolded.

A ~ Lower division transfer work does not contribute to the upper division credit requirement at UIU.

B ~ All 3 of the recommended BUS courses must be completed to receive credit for BA 325 at Upper Iowa University.

Table 1 Business Specialty courses [minimum 15 credits]

Course ID	Course Name	# Cr	Course ID	Course Name	Requirement Fulfilled
ECN:120	Principles of Macroeconomics	3	BA 161	Macroeconomic Principles	Business Core
BUS:130	Intro to Entrepreneurship	3	BA 325 ^A	New Venture Creation	Major Core
BUS:135	Managing the Entrep. Venture	3			
BUS:147	The Successful Entrepreneur	3			
BUS:186	Business Law II	3	BA 303 ^A	Business Law II	general elective
BUS:908	Cooperative Education	1-3	---	---	general elective
FIN:121	Personal Finance	3	BA 288	Personal Financial Management	general elective
MGT:110	Small Business Management	3	BA 370 ^A	Entrepreneurship & Sm Bsns Mgmt	Major Emphasis ^B
MGT:130	Principles of Supervision	3	BA 362 ^A	Supervision	general elective
MGT:151	Management Communication I	3	BA 374 ^A	Business Communications	general elective
MGT:170	Human Resource Management	3	---	---	general elective
MGT:210	Management Decision Making	3	---	---	general elective
MKT: 140	Principles of Selling	3	BA 337 ^A	Personal Selling	Major Emphasis ^B
MKT:150	Principles of Advertising	3	BA 363 ^A	Advertising & Integ Mktg Commun's	Major Emphasis ^C
MKT:160	Principles of Retailing	3	BA 355 ^A	Retailing	Major Emphasis ^C

A ~ Lower division transfer work does not contribute to the upper division credit requirement at UIU.

B ~ These courses are options in the *Entrepreneurship* emphasis.

C ~ These courses are options in the *Marketing* emphasis.

Table 2 Business Skill electives [minimum 6 credits]

Course ID	Course Name	# Cr	Course ID	Course Name	Requirement Fulfilled
ACC:332	Computer Acct-Quickbooks I	2	---	---	general elective
ADM:105	Intro to Keyboarding	1	---	---	general elective
ADM:122	Document Formatting	2	---	---	general elective
ADM:179	Records Management	3	---	---	general elective
BCA:129	Word Processing	2	---	---	general elective
BCA:130	Adv Word Processing	2	---	---	general elective
BCA:147	Basic Spreadsheets	2	---	---	general elective
BCA:148	Adv Spreadsheets	2	---	---	general elective
BCA:165	Basic Databases	2	---	---	general elective
BCA:220	Integrated Cptr Bsns Appls	2	---	---	general elective
BCA:250	Desktop Publishing	3	---	---	general elective
BCA:711	Intro to MS PowerPoint	1	---	---	general elective
BCA:732	Getting Organized w/ Outlook	1	---	---	general elective
MKT:181	Customer Service Strategies	2	---	---	general elective

UIU course		# Cr	Requirement Fulfilled	Transfer
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	HUM:105
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
ENG 101	Basic Composition	3	Gen Ed Communication/Written	ENG:105
ENG 102	English Composition II	3	Gen Ed Communication/Written	---
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPC:112
CS 102	Intro Computer Applications & Technology	3	Gen Ed Computer Skills	CSC:110
MATH 107 or higher	<i>Gen Ed in Mathematics</i>	3	Gen Ed Mathematics	MAT:156
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	---
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	---
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	ECN:120
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	ECN:130
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	---
BA 160	Microeconomic Principles	3	Business Core	ECN:110ECN:130
BA 161	Macroeconomic Principles	3	Business Core	ECN:120
BA 201	Accounting Principles I	3	Business Core	ACC:142
BA 202	Accounting Principles II	3	Business Core	ACC:146
BA 208	Marketing Principles	3	Business Core	MKT:110
BA 210	Management Principles	3	Business Core	MGT:101
BA 222	Management Information Systems	3	Business Core	---
BA 302	Business Law I	3	Business Core	BUS:185
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
BA 225 or PHIL 202	Business Ethics Contemporary Ethics	3	Business Core	BUS:180
MATH 220	Elementary Statistics	3	Business Core	MAT:156
BA 325	New Venture Creation	[3]	Bsns Admin Core	[BUS:130/135/147]
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	---
	<i>Courses for one emphasis (see next page)</i>	[6] 12	Bsns Admin emphasis	TBD
	<i>additional elective credits</i>	5-14		
		53		

Courses/credits in square brackets [] may or may not have been completed at EICC.

A minimum of 120 semester credits is required for a Bachelor of Science Degree.
With 67 transfer credits from MATC, a minimum of 53 credits is required at UIU.

A minimum of 30 credits must be upper division credits for a UIU baccalaureate degree.
Lower division transfer work from MATC does not contribute to the upper division credit requirement at UIU.

Every effort has been made to ensure the accuracy and completeness of this program articulation.
Upper Iowa University reserves the right to make corrections, additions, and deletions as necessary.

Emphases Available in the Business Administration Major at UIU

GLOBAL emphasis <i>4 of the following; at least 2 at 400-level</i> BA 317 <i>International Management</i> BA 365 <i>Leadership Theory</i> BA 411 <i>Labor Relations and Negotiation</i> BA 424 <i>Global Marketing</i>	12	GLOBAL emphasis	---
BA 463 <i>International Finance</i> BA 488 <i>Economics of International Business</i> BA 403 <i>Internship</i>			
ENTREPRENEURSHIP emphasis <i>4 of the following; at least 2 at 400-level</i> BA 334 <i>Social Entrepreneurship</i> BA 337 <i>Personal Selling</i> BA 370 <i>Entrepreneurship & Small Business Management</i>	12 6	ENTREP emphasis	MKT:140 & MGT:110
BA 411 <i>Labor Relations and Negotiation</i> BA 414 <i>New Product Development</i> BA 444 <i>New Venture Finance</i> BA 403 <i>Internship</i>			
HUMAN RESOURCES MANAGEMENT emphasis <i>4 of the following; at least 1 at 400-level</i> BA 371 <i>Training and Development</i> BA 383 <i>Compensation & Benefits Management</i> BA 393 <i>Personnel Selection and Evaluation</i>	12	HR Mgmt emphasis	---
BA 411 <i>Labor Relations and Negotiation</i> BA 474 <i>Organizational Behavior</i> BA 403 <i>Internship</i>			
FINANCE emphasis <i>4 of the following; at least 2 at 400-level</i> BA 310 <i>Money and Capital Markets</i> BA 343 <i>Investments</i> BA 352 <i>Risk Management</i> BA 442 <i>Intermediate Financial Management</i>	12	FIN emphasis	---
BA 463 <i>International Finance</i> BA 493 <i>Managerial Economics</i> BA 403 <i>Internship</i>			
MARKETING emphasis <i>4 of the following; at least 2 at 400-level</i> BA 337 <i>Personal Selling</i> BA 355 <i>Retailing</i> BA 358 <i>Consumer Behavior</i> BA 363 <i>Advertising and Integrated Marketing Communication</i>	12 6	MKTG emphasis	MKT:140 & MKT:160
BA 414 <i>New Product Development</i> BA 424 <i>Global Marketing</i> BA 403 <i>Internship</i>			
HEALTH SERVICES ADMINISTRATION emphasis <i>4 of the following; at least 2 at 400-level</i> HSA 205 <i>Intro to the American Health System</i> HSA 302 <i>Managed Care</i> HSA 312 <i>Community and Public Health</i> HSA 385 <i>Legal Issues Related to Health Services Organizations</i>	12	Hlth Svcs Admin emphasis	---
HSA 440 <i>Health Services Administration</i> HSA 490 <i>Health Program Planning and Evaluation</i> BA 403 <i>Internship</i>			
GENERAL BUSINESS emphasis <i>Choose 4 300-400 level Business courses, at least 2 at 400-level</i>	12	Gen Bsns emphasis	---